

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

S W Electronics & Manufacturing Corp

New Jersey Manufacturing Extension Program

NJMEP and Lean Manufacturing Help SWEMCO to Grow Business

Client Profile:

In 1965, Albert Szczepkowski founded S.W. Electronics & Manufacturing (SWEMCO) in Moorestown, New Jersey. It is run today by the second generation of Richard, Carl and Robert Szczepkowski, with the family's third generation in training. The 90-employee company manufactures automated announcement systems for the transportation industry; aircraft carrier launch systems for the U.S. Department of Defense; gas detection systems and semiconductor equipment for industry; and incubator assemblies for medical companies. SWEMCO generates annual sales of \$13 million.

Situation:

SWEMCO wanted to convert to Lean Manufacturing. Additional goals were to certify all employees in J-std and IPC standards and train in 5S, kan-ban and kaizen procedures. The introduction of the New Jersey Manufacturing Extension Program (NJMEP), a NIST MEP network affiliate, and SWEMCO was made by Advanced Energy, an existing NJMEP client. Field Agent R. Eleuteri and a third-party resource, Positive Impact, devised and coordinated training to help SWEMCO meet their goals.

Solution:

The year-long training program was held at SWEMCO's training center beginning in January 2004. NJMEP and Advanced Energy promoted a "train and do" approach for the project's duration. Field Agent Eleuteri supported the training efforts with continuing visits for further assistance. All SWEMCO employees participated in the training, leading to improved skills and enhanced performance. Results included improved quality and reduced time to delivery, with many deliveries performed within 24 hours. NJMEP and SWEMCO anticipate additional joint projects in the near future, including in-house certification capabilities, increased training for new hires, and the acquisition and implementation of computer software programs. The next step will be to submit requirements to the state of New Jersey for approval.

Results:

- * Increased sales by 30 percent.
- * Achieved cost savings of 10 percent.
- * Reduced lead-time by 95 percent.
- * Increased employee retention by 10 percent.
- * Anticipated additional joint projects with NJMEP.

Testimonial:

"The projects were a great success, providing improvements to the quality system and lean manufacturing systems. We look forward to additional training programs for 2005 and 2006. We have had a great experience working with the NJMEP team in assisting and training our employees."

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Richard Szczepkowski, President